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Summary of Interest

The increasing role of AI in decision making has become so ubiquitous that is now almost assumed. From product recommendations to task automation, the scope of the machinery that distills data into actionable queues keeps expanding, as technical advances have allowed practitioners to obtain superior insights by bringing both more and more diverse data to questions at hand.

Amazon is perhaps the most familiar economic agent using these techniques, but finance has no shortage of proponents such as quantitative asset managers, automated lenders, and credit card companies. Naturally, this information revolution has given rise to a host of policy questions, and it was one of these in particular that prompted my research entry into the field.

Pricing is at the core of our discipline and every student has been made aware of the usefulness of information by the model of a perfectly discriminating monopolist. As with any evolving toolkit however, the adoption of data science's methods has been heterogeneous: pitting the less *expert* in competition with the relatively more *expert*. In a paper we are currently finishing with Collum Freedman, we study exactly such a market setting, featuring firms with heterogeneous expertise, who produce goods of varying qualities, and buyers with different tastes for quality, who have correlated observable features. The thrust of our analysis is that expertise is efficiency enhancing but inherently redistributive, benefiting not only sellers but also buyers who have a low value for quality, at the expense of those with a high one.

I've continued on to additional related projects and the conference would provide a wonderful venue to broaden the conversation. Thank you for your consideration and I look forward to the event.

JUAN SAGREDO

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EDUCATION

University of Pennsylvania (Philadelphia, PA)	Aug. 2017 – May 2022 (expected)
Ph.D. *Economics*	

Princeton University (Princeton, NJ)	Aug. 2010 – May 2016
Ph.D. *Operations Research & Financial Engineering* (Advisor: Patrick Cheridito)	

Key Coursework: Statistical Theory and Methods, Probability Theory, Generalized Regression Models (Princeton)**.** Microeconomic Theory I & II, Econometrics I & II, Nonparametric & Machine Learning Methods for Structural Estimation, Machine Learning, Big Data Analytics (U. Penn).
Referee Experience: Journal of Economic Theory, International Economics Review, Journal of Financial Mathematics.

Cornell University (Ithaca, NY)	Aug. 2006 – May 2010
B.A. *Economics & Mathematics*	

PROFESSIONAL EXPERIENCE

ETH Zurich, Zurich, Switzerland — Aug. '16 – June '17
Postdoctoral Researcher
- Submitted article based on Princeton thesis; currently, revise & resubmit at Mathematics of Operations Research.

Anthos Capital, Santa Monica, CA — Nov. '14 – May '15
Intern
- Research promising investment worthy companies discussed in weekly calls with team. Outreach to entrepreneurs and actively participate in subsequent exploratory calls.

J.P. Morgan Chase Treasury & Securities Services, New York, NY — June '09 – Aug. '09
Derivatives Collateral Management Intern
- Developed expansion of proprietary pricing model based on historical balance research & team interviews.

Corporacion de Fomento de la Produccion (CORFO), Santiago, Chile — June '07 – Aug. '07
Research Intern in InnovaChile (Mining)
- Created detailed copper mining industry presentation used by management to help explain development efforts. Involved synthesizing data from various electronic, paper, and human resources.

SKILLS

Computer: Python, MATLAB, R, VBA. **Language:** Spanish (fluent).